

Balfour Beatty Selects TableForce in Support of “Build to Last” Transformation

The global infrastructure leader seeks to enhance commercial skills of its workforce in its strategic drive for greater top and bottom line performance

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(August 18, 2015 – Columbus, Ohio) Training and consulting firm TableForce today announced that it has been selected by Balfour Beatty plc. (BBY-FTSE; BAFYY-ADR), to deliver customized commercial skills workshops and other learning assets to the professional staff of the UK-based, global leader in infrastructure engineering and construction.

The multi-year training initiative is expected to advance the commercial skills of more than 2,500 Balfour Beatty staff within all outward facing roles across the organization (purchasing, sales, project management, contract management) and every business unit and operating geography. TableForce was selected to deliver its training programs based on its proven ability to create custom content, coupled with an engaging format and tool set, to deliver immediate and measureable value through enhanced employee skills.

This training initiative also marks TableForce’s continued partnership with Balfour Beatty’s Group Chief Executive Officer, Leo Quinn. Mr. Quinn has a record of successful business transformations in prior CEO roles and utilized the capabilities of TableForce during his tenure at four earlier companies, stating, “TableForce has been a proven partner over the years, helping my teams ‘raise the bar’ on overall performance. Furthermore, TableForce is part of our current Build to Last initiative, as both an expert and trusted advisor.”

Bill Garcia, TableForce co-founder and managing partner, noted, “We are excited to be working with Balfour Beatty, a globally-recognized and respected organization, and with Leo Quinn and his outstanding management team. The company’s Build to Last goals and related strategies are well defined and we are confident in our ability to further their ambitions through our highly customized solutions.”

About TableForce

TableForce (formerly Garcia & Associates) are global leaders in negotiation training and consulting, including “at the table” contract negotiation support. Since 1997, the company has served hundreds of companies on six continents and in more than forty countries. The TableForce client list includes TE Connectivity, Rockwell Automation, QinetiQ, CenturyLink, Fiserve, ScanSource, and the PGA Tour. TableForce also delivers high impact, motivational keynote speeches that center on life skills. For more information visit www.TableForce.com.

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